

SIGN POSTS TO SUCCESS.

By Herbert Kaufman

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See When You Look!

You need glasses! But the optician can't prescribe for you. He can deal only with local bothers and correct minor faults.

His skill is sufficiently competent for the problems of astigmatism, myopia and sc'era, but he can't prescribe spectacles that will help this trouble one iota.

It lies further back than your eyes. It's deeper than the iris or retina—your brain's wrong—it's an undersized, undeveloped, skullful of pulp—flabby from neglect.

It requires exercise. It demands constant education and persistent training.

A million blind, unutilized cells are waiting orders, ready for action, eager for work.

You haven't grasped a single per cent of your mental powers.

You gaze but do not see. Your head is a camera fitted with lenses more wonderful than were ever ground out of crystal, but most of the time the shutter is down—the light can't penetrate. The plates are always in the hold r; but day after day you waste mighty chances to print enduring truths on your memory.

Whenever you walk a block Opportunity stares you full in the face and you deliberately snub her.

Your vision is primitive. The microscope gives you a slight hint of how often and in how many ways you lack perception.

Every morning the world records some discovery which you overlooked. Whatever has been searched out by any other human could have been found by you.

And the few things we do know aren't worth calculating when compared with the unestimated and unattained disclosures destined for revelation in the years ahead.

The very air is crowded with giants, some day to be dragged from their concealment and set to wonder works for science and commerce.

Every city daily destroys in its garbage plants fortunes of oils and pigments and drugs and fertilizers and chemicals.

Aluminum was in clay banks—the wealth of Midas was buried in coal tar, through all the ages that your fool forefathers were breaking their necks and hearts searching for El Dorados.

The biggest gold mine in all history yields less than the potentialities of your own back yard.

Chances nowadays—man alive—you can't count them—you can't move a hundred feet without tramping on or passing through one, but they might as well be on Mars so far as you are concerned.

You're all but blind. Your sight doesn't reach beyond your nose and your nose doesn't sense beyond its tip.

Learn to see when you look, and look with all the power of a mind illuminated by the flaring flames of imagination. Concentrate hard enough on any subject—speculate long enough on any possibility, and it must become a practical fact.

Look well at the waste in your factories and wonder to what uses they can be applied.

Look well at the acres round about you and figure some way to increase their yield.

Look well into the smoke above you—some day somebody will extract valuable gases and control all the unconsumed power now squandered through the inefficient handling of fuel.

There's food in sawdust—sugar in shavings—medicants in scrap iron—anesthesia in old shoes.

There's a better way of doing everything now done—find it!

There's a sure cure coming for every ill and ailment—search for it!

Tomorrow is a fairy godmother, rich with rewards for all who truly use their eyes.

Flag "814" at Annapolis---What Is It?

AMONG the trophies of American naval victory there is a flag whose history is lost in the mists of the early days of the republic. The flag is a relic of the conquest on the seas by American naval heroes, possibly during the war of 1812, at the United States Naval Academy at Annapolis.

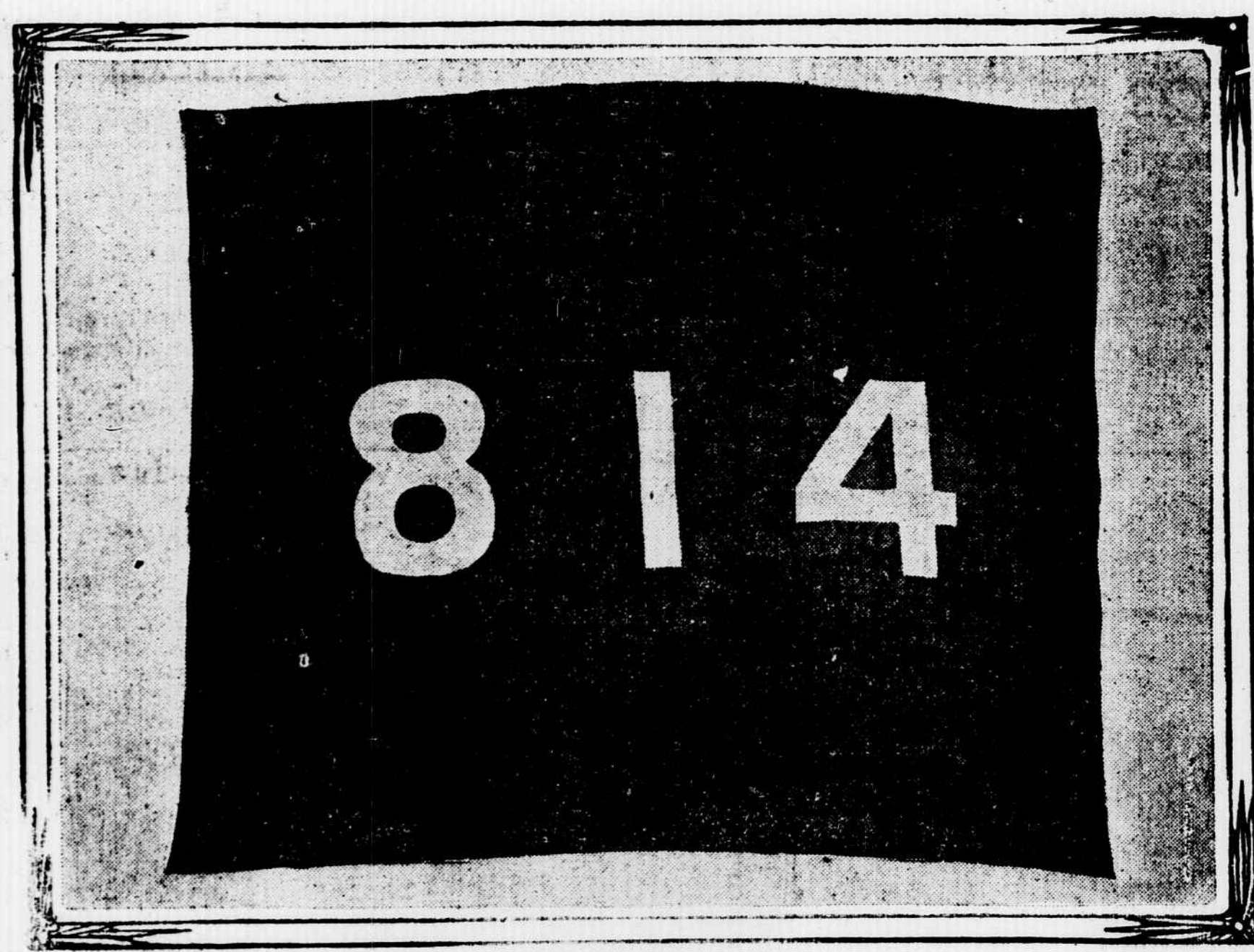
It is referred to simply as "flag 814," because it bears these four figures in numerals a yard high in the center of a large blue field. The flag, which measures eight feet by six feet three inches, is solid blue, except for a red border all around it about a foot wide, and the mysterious white numerals "814" in the center of the blue.

"Somewhere in the back of my head, this flag is intimately associated with the history of some one of our vessels during the war of 1812," said Commander W. C. Cole, who is in charge of buildings and grounds at the Naval Academy and guardian of the almost 100 flags in the trophy collection of the academy. "So far as can be found, however, there is no record either at the academy or in the Navy Department archives at Washington of when, where or how flag '814' was captured. Commander Cole has been trying to trace its history, on a number of collectors and antiquarians who he thought might be able to help him. He is hopeful that he will yet find some deliver into history who can give him the desired information."

Nearly two score of the 124 flags in the Naval Academy collection were taken during the war of 1812, and it is believed that the "standard" with the "814" device will be added to those of that period, when its history is finally unearthed. The flag has just been prepared for exhibition and preservation. Although its colors still were good and its texture in very fair condition, time, the destroyer, soon would have laid ravaging hands upon it had it not been for the work which has been done to it.

Largely through the patriotic and untiring efforts of Commander Cole, Congress not very long ago appropriated \$25,000 to be used in preserving all the flags at Annapolis. Flag "814" was one of the first to be completed. It is not on exhibition, probably will not be until the spring of 1913, when it is hoped to have all of the flags ready for public display. So carefully is the work of preservation on the trophy flags being done that it is said they will last almost indefinitely. It is claimed that after they are completed they will endure for many centuries.

After Congress last March gave the money for the flag work, a scientific study was made of the material. The materials would be the most durable for the purpose. As a result, heavy linen thread, made of the finest and longest spun flax in the world, is being used in the sewing. This thread, made especially for the purpose, is in various shades of blue, red, yellow, and so on to match the parts of the flag over which it is placed. A heavy backing of the best and strongest linen cloth that could be made is used to back the flag, then the thread is used in the form of a net to hold the flag to its backing.



THE MYSTERIOUS "FLAG 814"

July 12 last the actual work was started, and it will be some time next year before it is completed. Her success in her home state in preserving flags is being used by experts. When the flags are finished next spring a number of artists and specialists in flag-crafting will be called in to decide on the best arrangement for the flags. At present it is thought that the gorgeous red and yellow flags of the Spanish-American war period would make the finest display in the alcove at the head of the wide entrance stairway.

The largest flag in the whole collection, and in many ways the most highly prized, is the British royal standard, the only one Great Britain ever lost, which was taken at York, Canada, April 27, 1813, when that place was taken by the general under Commodore Isaac Chauncey and a force of troops under Gen. Pike.

A catalogue is to be prepared giving in detail the history of each of the flags in the Annapolis collection. Commander Cole hopes it will not be necessary to write after flag "814" the tantalizing words "history unknown."

Alas, Too True.

MRS. C. W. ALLEN, the social hostess, who is talking wittily at Lake Placid, a one her chances of election. As to her victory or defeat, she said, smiling whimsically: "Don't give up the 814 flag to the navy. I spoke to a certain expert about it."

Academy Hall. In the wide halls of the building twenty big alcoves in the walls are awaiting their prizes. Just how and where the flags will be disposed will be decided by experts. When the flags are finished next spring a number of artists and specialists in flag-crafting will be called in to decide on the best arrangement for the flags. At present it is thought that the gorgeous red and yellow flags of the Spanish-American war period would make the finest display in the alcove at the head of the wide entrance stairway.

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Oysters, the X-Ray, and Secretary Knox's Coconut Pearl

(Copyright, 1912, by Henry L. Swenbark.)

COCONUTS, oysters, the X-ray! This is not the line of a new college yell, much as it may sound like that. It means that man has found a brand-new use for the X-ray. He has just started to apply it to pearl oyster fishing.

"Go back and raise a pearl," is the command which he has started to give to those oysters that come from the bed of the ocean with no shiny pearl revealed within by the X-ray. As for the cocoanuts, it is probable that they, too, later on will be X-rayed for pearls before they are shipped to market for so ordinary a use as food. Only eleven coconut pearls are known to exist. They look like other pearls.

Secretary of State Knox has just become the proud possessor of one of these pearls. It came to him through the courtesy of Mr. James T. Du Bois, United States minister to Colombia, South America, a close personal friend of Mr. Knox. On account of their scarcity, the few coconut pearls in the world have not been given a commercial value. None has been bought or sold. In a way, therefore, they are priceless.

So far only one of the world's far-scattered pearl fisheries is employing the X-ray to examine its oysters. Those that contain no pearls are thrown back into their watery beds in the hope that when the divers bring them up a year hence a harvest of precious stones may come forth. It is off the west coast of Ceylon, where are the oldest and richest pearl fisheries in the world, that the English corporation which operates the fisheries under government supervision is using the X-ray process.

The same wonderful invention which enables the surgeon to discover diseased growth within a human body also enables man to detect the beautiful diseased growths which are pearls. Scientists have not discovered the exact cause which produces this gem, they know that it is the result either of a parasite or of some foreign substance which has found its way into the oyster.

Thousands of oysters are often opened without disclosing a pearl. The X-ray application will prevent this waste. Pearls never will become so plentiful that the world will cease to admire them and desire them for their chaste, lustrous beauty. Secretary Knox's coconut pearl is of a beautiful milky white appearance. Mr. Du Bois wears it as a stickpin in his necktie. The stone came from the Malay peninsula, where the parasite growths similar to that producing the pearl of ordinary commerce grew inside a coconut shell into a gem of rare beauty.

Mr. Du Bois, before being minister to Colombia, was American consul general at Singapore, on the Malay peninsula. He also owns one of the coconut pearls, and one is in the possession of his son, five are in the Kensington Museum, England. The others are owned by eastern potentates.

Some scepticism was displayed when Mr. Du Bois arrived in this country with his "coconut pearls."

planter, "my cocoanuts are rapidly diminishing before the raids of pearl hunters."

It may seem a far cry from the opening of the Panama canal to pearl fishing. What connection, except a pleasant alteration, can there be between them, is the question which naturally arises. The answer is that the pearl fields around the isthmus of Panama were at one time among the richest in the world, and the opinion has been expressed by several authorities who made a study of more modern diving machinery and with systematic planting, such as is being employed in other parts of the world, and with the impetus given by the opening of the canal to commercial activities in that part of the world, the once famous fisheries on the coast of Venezuela, Colombia, Panama and Costa Rica may again come into their own as the center of a rich industry.

A group of islands in Panama bay is known as the Pearl Islands. The principal oyster beds in Venezuela are situated around the Island of Margarita, Spanish word for pearl. The Spaniards called Venezuela the "Pearl Coast," part of South America the "Pearl Coast." These Venezuelan beds were exceedingly rich when they were discovered by the Spaniards in the sixteenth century, but they were practically ruined by overfishing. Venezuela now has a law which limits both in time and place the extent of pearl fishing. From Margarita King Philip of Spain in 1573 is said to have received a pearl weighing 250 carats and variously estimated in value at from \$20,000 to \$100,000.

While the pearl beds around the Panama canal are being worked today to a certain extent, those in Venezuela more than any of the others, it is believed that modern methods, including the use of the X-ray, will vastly increase the output.

When Balboa, classical Spanish explorer, arrived on the isthmus of Panama the Indian ruler presented him with a canoe and paddles, the handles of the latter inlaid with small pearls. Balboa reported this to his king as proof of the richness of the territory he had found. Today some pearl beds are worked along both the Pacific and Atlantic coasts of Colombia, but these easily might be improved, it is said, by the method of planting now being practiced. The Pearl Islands fisheries are now being developed by holding a concession from the government, and Colombia has a similar system.

Most of the pearls found in Costa Rican

and Colombian waters are black, green and bluish tinted, although delicate pinks also are discovered. The largest pearl oyster grounds in the world are off the northern and western coast of Australia. Here the mother-of-pearl taken from the inside of the pearl oyster shells brings three times as much revenue to the fishers as the pearls. At present the stimulus of Panama were at one time among the richest in the world, and the opinion has been expressed by several authorities who made a study of more modern diving machinery and with systematic planting, such as is being employed in other parts of the world, and with the impetus given by the opening of the canal to commercial activities in that part of the world, the once famous fisheries on the coast of Venezuela, Colombia, Panama and Costa Rica may again come into their own as the center of a rich industry.

Salt water is the natural home of the pearl. Occasionally, however, fresh water contributes a specimen, and there is scarcely a state in the United States which has not produced within its borders at least one pearl to add to the glittering galaxy. Only a few weeks ago Little Big Bear, an Indian, found in the Iowa river, near Iowa City, a pearl which he sold for \$600. It was a pear-shaped stone weighing 233 grains.

The finding near Paterson, N. J., in 1857, of a 95-grain pearl of exquisite luster set whole villages throughout the country gathering mussels from river bottoms, although with little success. The Paterson pearl was sold by a New York firm to the Empress Eugenie of France for \$2,500, and became known as the

"queen pearl." Not more than one pearl in one hundred of the river variety is of good shape or luster.

Systematic planting of pearl oysters is a new enterprise. In the Gulf of California the planting of the oysters is being conducted on a large scale. The oysters mature in from six to eight years. At the San Gabriel station, Lower California, where this artificial propagation is carried on extensively, a series of canals has been built, so constructed that water circulates continuously and carries the food necessary for the oyster. After having attained a certain growth the hivalves are removed from the canals to natural or artificial beds in open water.

From the fisheries of the Gulf of California the crown of Spain received immense revenues during the early days of the Spanish conquest. Practically every crown jewel collect in Europe contains some American pearls. The Gulf of California was once famous for the rare black pearl. In 1608 the output from Lower California fisheries was valued at \$7,000,000. Of this amount, \$3,000,000 was in pearls, the balance in mother-of-pearl.

In the Australian beds, the mother-of-pearl is the most valuable in the world. Partly for this reason, but principally because it is almost impossible to keep the natives from stealing the pearls, some vessel owners allow their employees to keep all the pearls found, and figure their profits from the shells alone.

Anecdotes Concerning Well-Known People.

The Critic Criticised.

THEODORE DREISER, the novelist, was talking in New York about a critic who had condemned his "dreary masterpiece" "Sister Carrie." With a smile Mr. Dreiser said: "I should have answered him, perhaps, as Whistler answered a critic of one of the 'nocturnes.' This critic said the nocturne in question wasn't good. Whistler answered him by pointing to a sideboard whereon there stood a whisky bottle."

Literary Saws.

THE late Adrian H. Joine of New York was distinguished as a writer no less than as a lawyer, and an admirer of his before the Grolier Club is still remembered for the many literary aphorisms it contained. Among these aphorisms were: "Fine leathers do not make fine works." "Circumstances alter books." "Never look a gift book in the binding."

A Point to Remember.

A WELL KNOWN poet and humorist advocated temperance and regular hours in a witty after-dinner speech in Philadelphia.

Home Straight for Once.

FRANK GOULD, at a Halloween dinner, told a timely story. "The morning after Halloween," he said, "a youth remarked to his father: 'I don't know what the matter with mother. I never saw her in such a good humor. She's singing and smiling around the house like a bird.'"

We'll All Walk Soon.

"If the high cost of living keeps on, the rich themselves will feel the pinch of it."

It's Coming to That.

A POLITICIAN was talking to a reporter about the "obscure," so frequently unjust, which nowadays attaches to great wealth.